

Figure 1

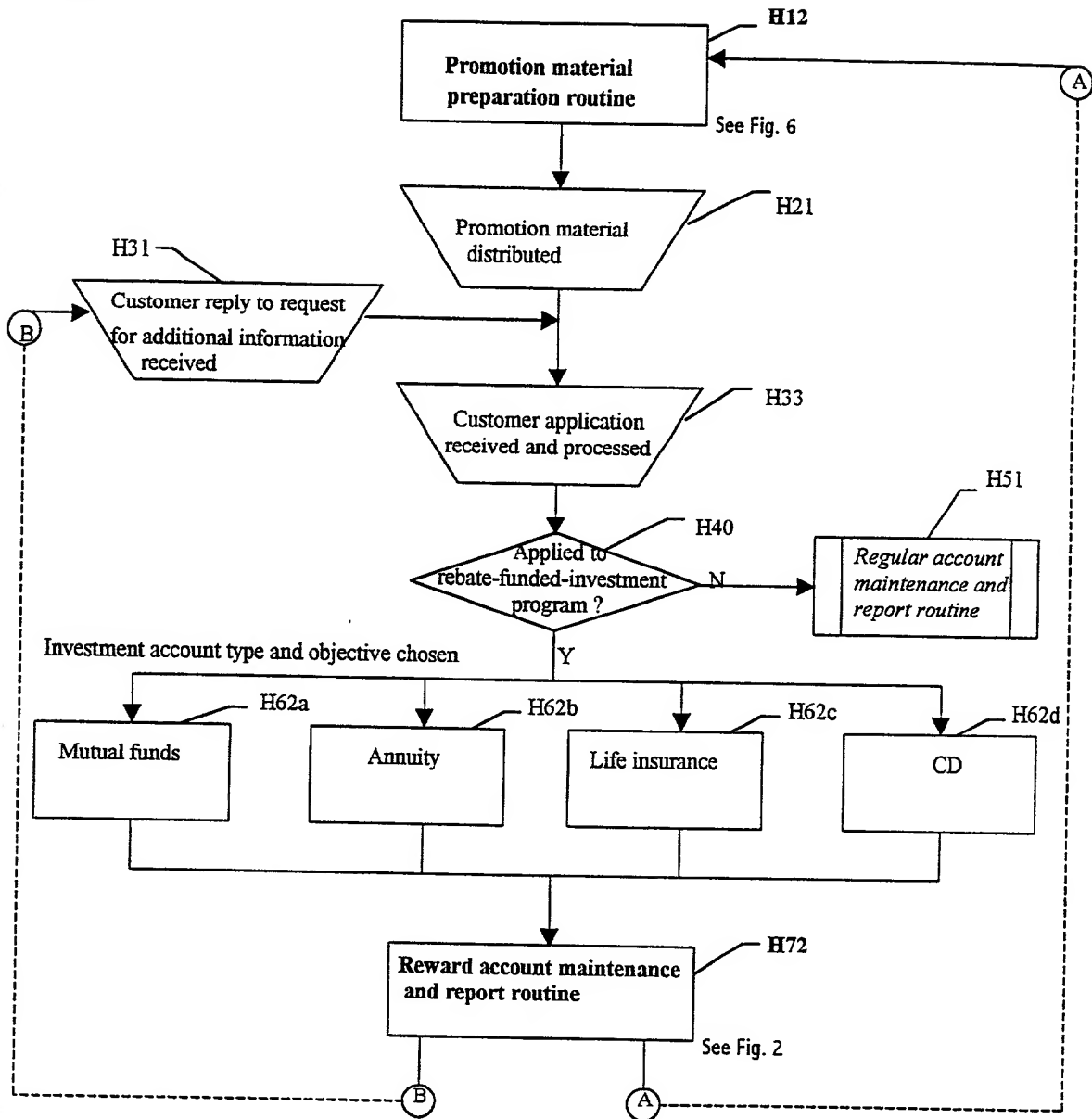


Figure 2

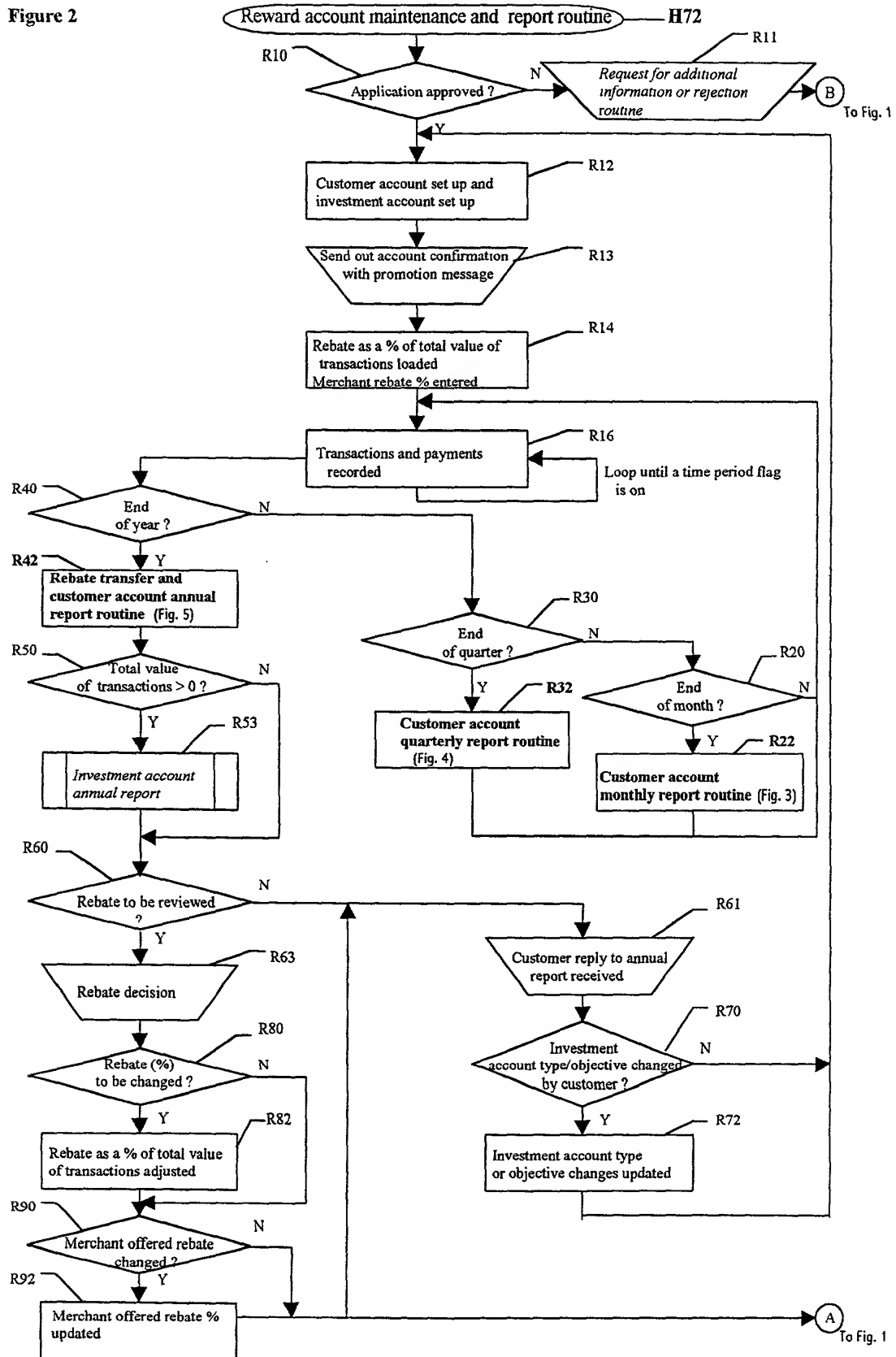


Figure 3

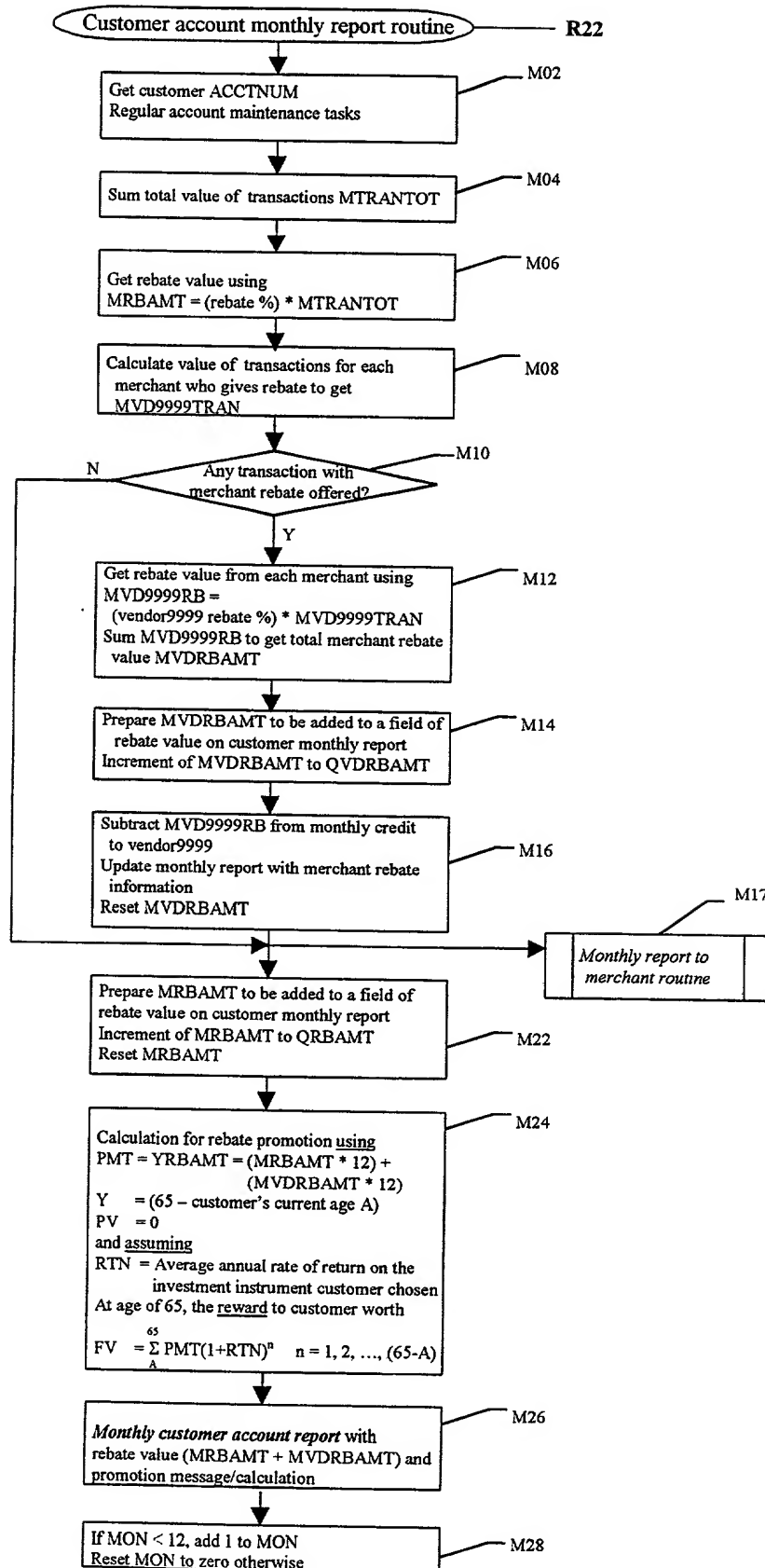


Figure 4

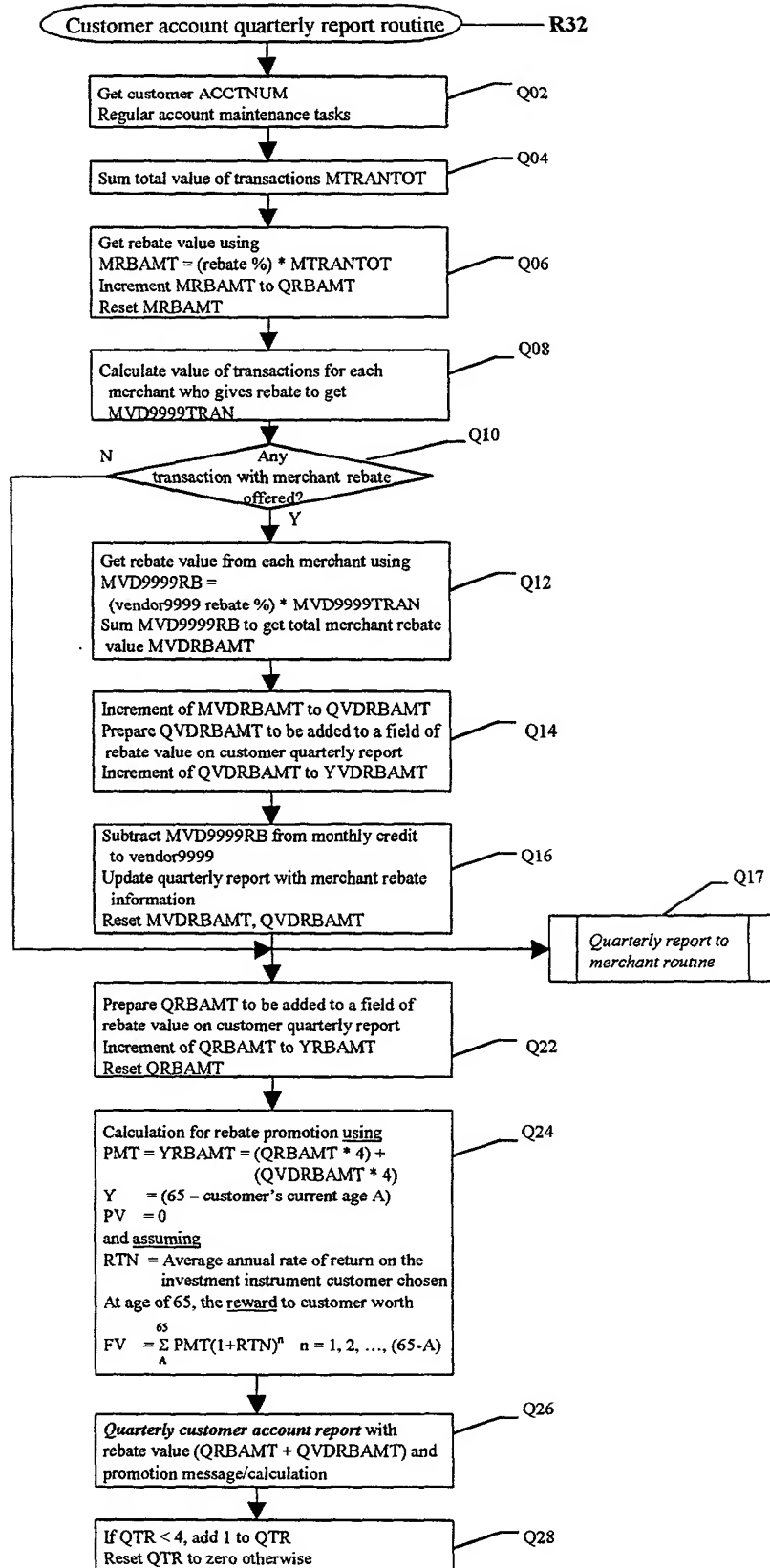


Figure 5-1

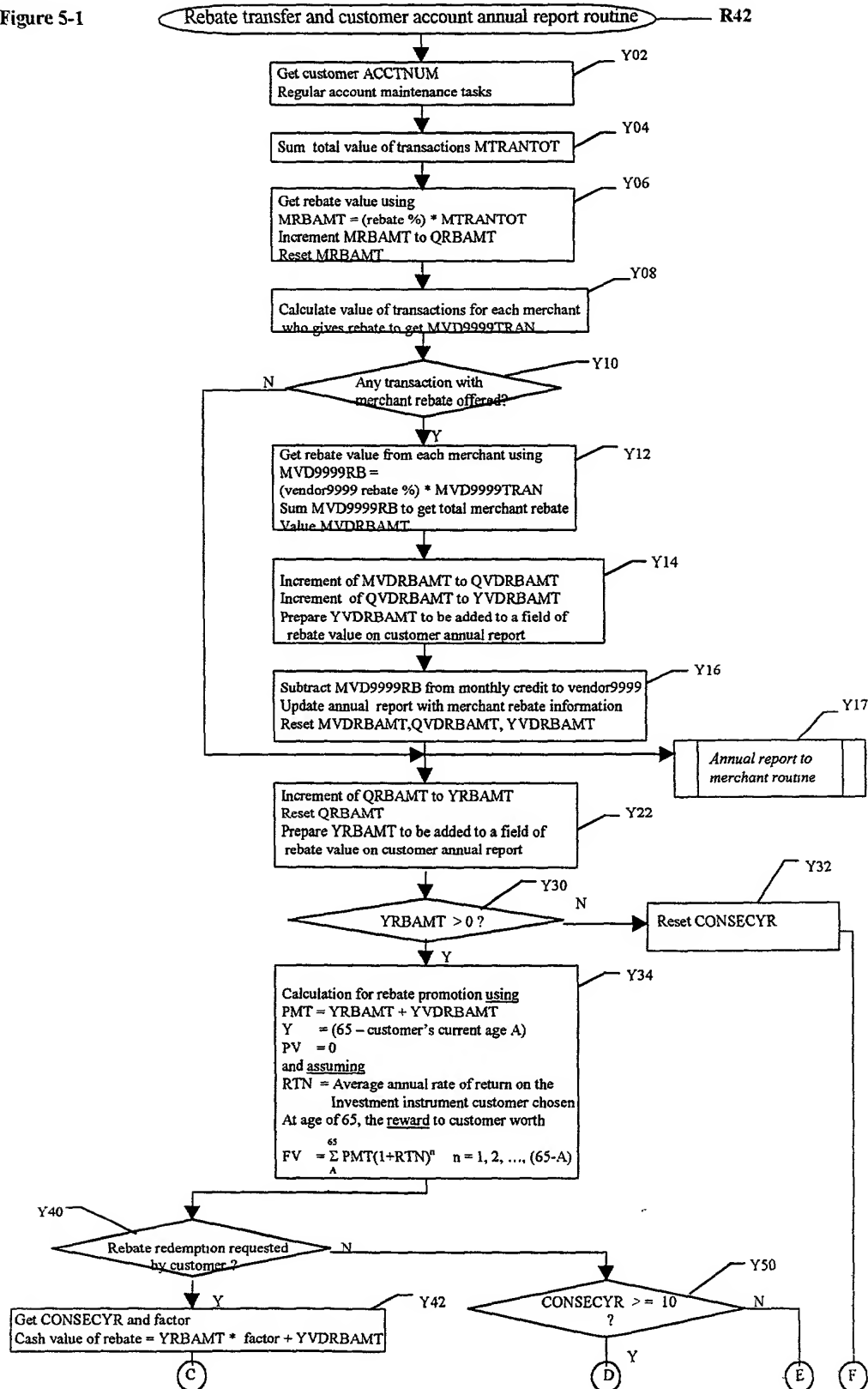


Figure 5-2

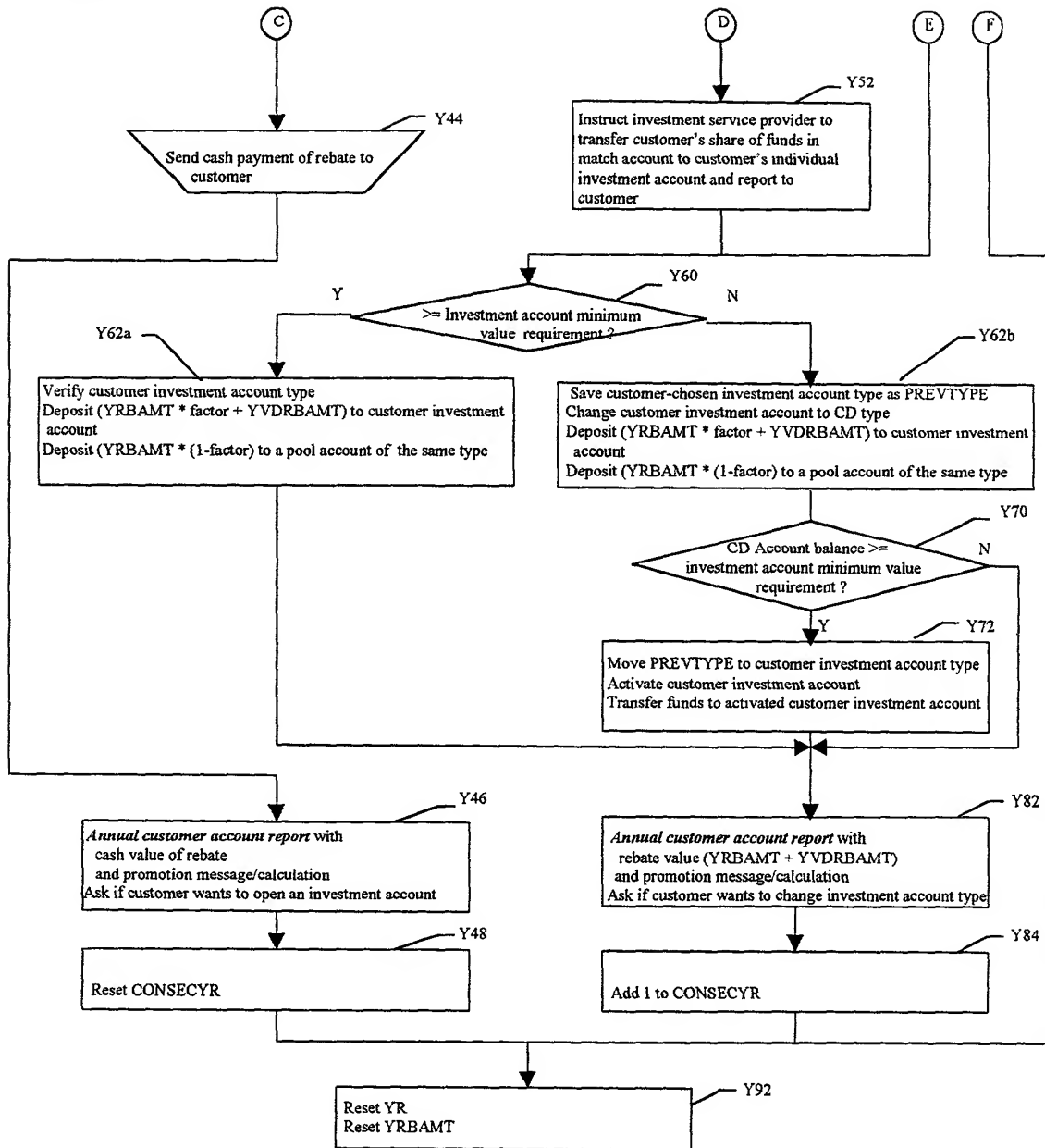


Figure 6

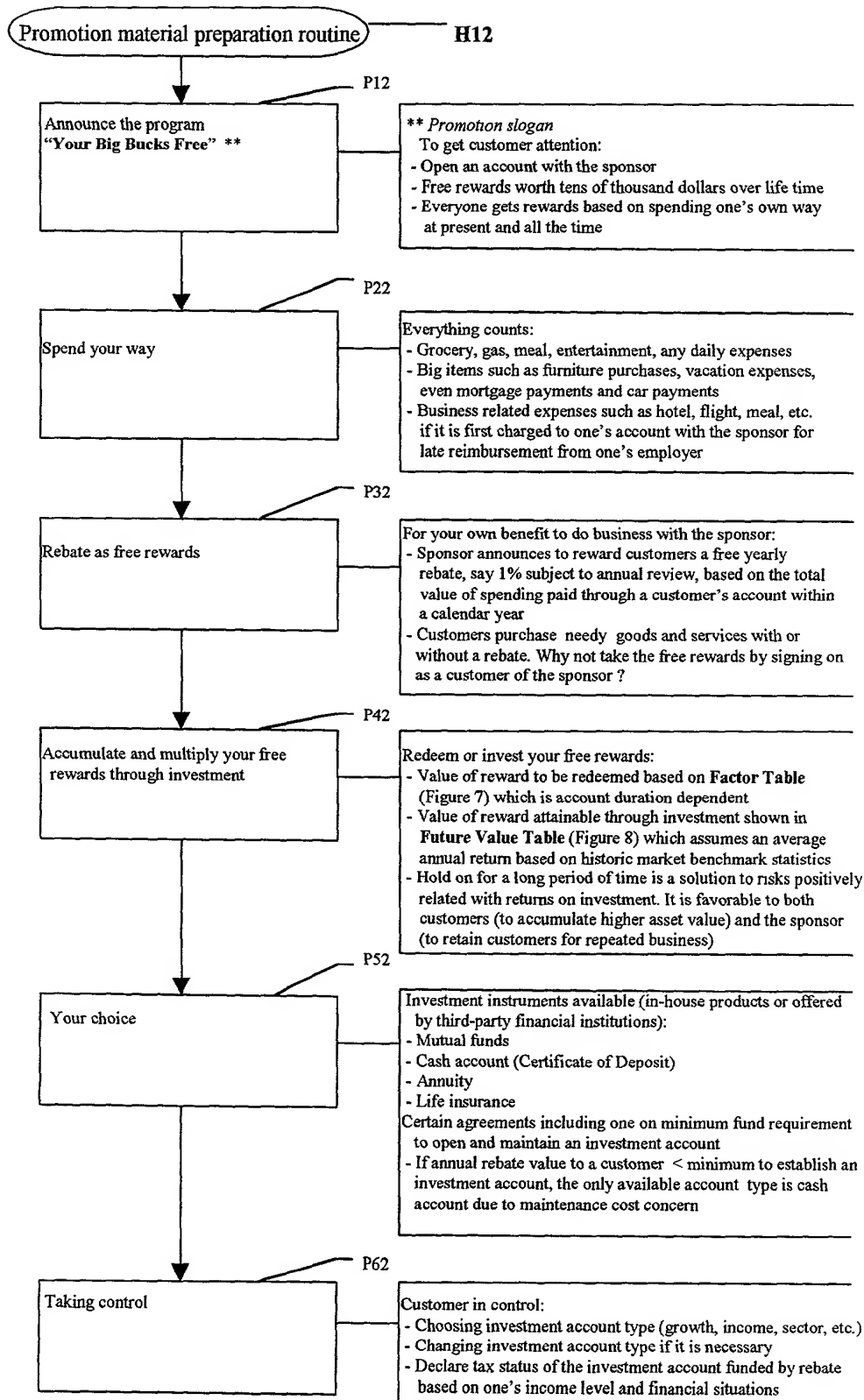


Figure 7

Year	1	2	3	4	5	6	7	8	9	10	11
Factor	0.5	0.6	0.7	0.85	1.0	0.6	0.7	0.8	0.9	1.0	1.0
Rebate(\$) earned during the year	100	100	100	100	100	100	100	100	100	100	100
Cash value (\$) payable up to the year	50	120	210	340	500	560	640	740	860	1000	1100

Factor = 1.0 for year = 10,11,12,...,N N = life expectancy of a customer

Figure 8

Assume REBATE = \$100 per year for each and every year

with YR = Years toward retirement = (65 - current age)

R = Annual rate of return

FV = Future value = accumulated value of \$100 per year for given years at certain rate of return

FV \ YR R	5	10	15	20	25	30	35	40	45
4 %	542	1201	2002	2978	4165	5608	7365	9503	12103
5 %	553	1258	2158	3307	4773	6644	9032	12080	15970
6 %	564	1318	2328	3679	5486	7906	11143	15476	21274
7 %	575	1382	2513	4100	6325	9446	13824	19964	28575
8 %	587	1449	2715	4576	7311	11328	17232	25906	38651
9 %	598	1519	2936	5116	8470	13631	21571	33788	52586
10 %	611	1594	3177	5727	9835	16449	27102	44259	71890
11 %	623	1672	3441	6420	11441	19902	34159	58183	98664
12 %	635	1755	3728	7205	13333	24133	43166	76709	135823
13 %	648	1842	4042	8095	15562	29320	54668	101370	187416
*13.79%	658	1914	4310	8880	17600	34234	65968	126508	242003
14 %	661	1934	4384	9102	18187	35679	69357	134203	259056
15 %	674	2030	4758	10244	21279	43475	88117	177909	358513

* This row shows the expected future values of a constant annual rebate of \$100 for given years based on an average annual return of Standard & Poor's 500 index from 1950 to 1998. See U.S. Census Bureau, Statistical Abstract of the United States: 1999.

Figure 9

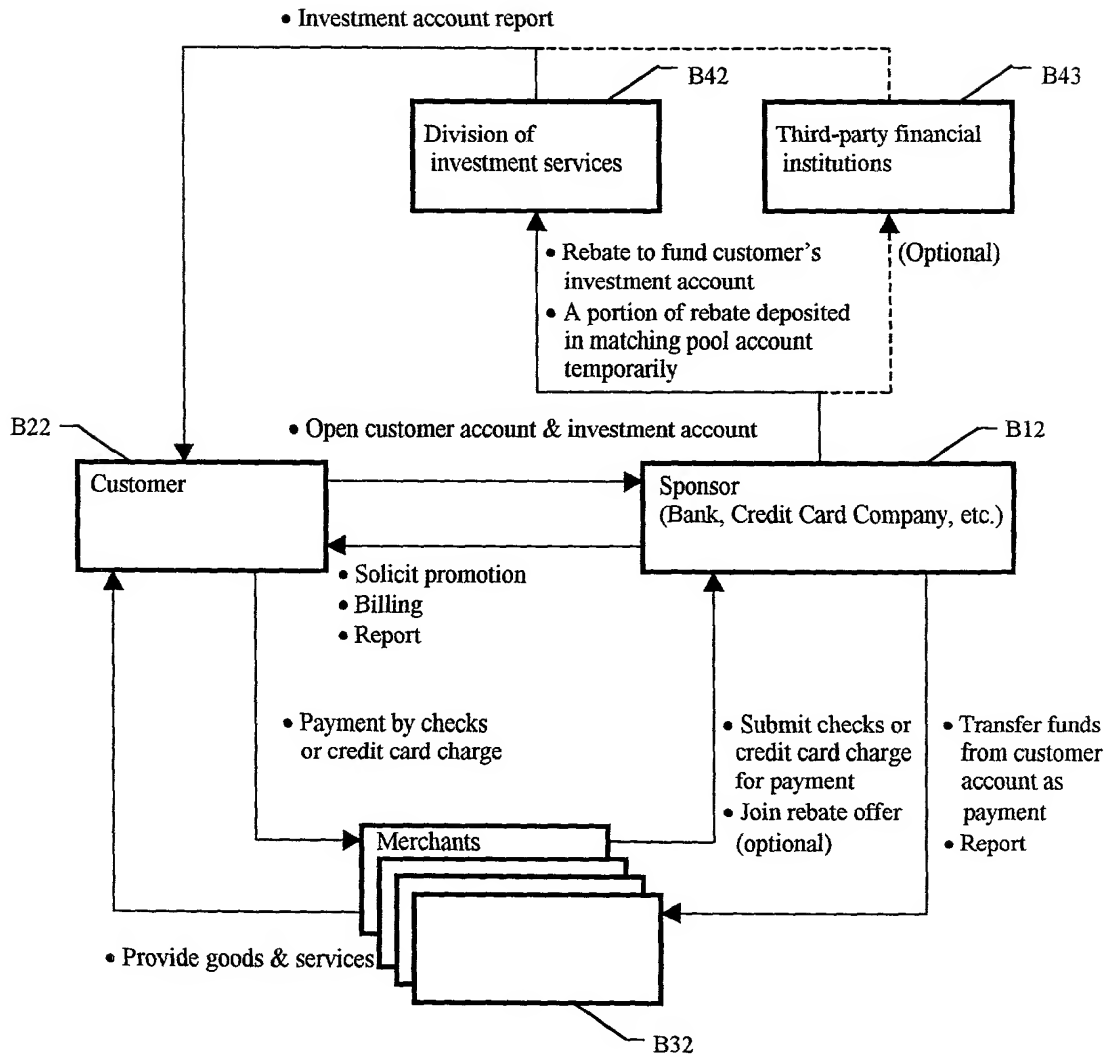


Figure 10

